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## Germany

**Post:** Berlin

### Product Brief - Dried Fruits and Nuts

**Report Categories:**

Dried Fruit

Snack Foods

Tree Nuts

Product Brief

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**Report Highlights:**

With 81.3 million of the world's wealthiest consumers, Germany is the largest market for dried fruits and nuts in Europe and a very important destination for U.S. almonds, walnuts, prunes, and other products. This report provides marketing, trade, and regulatory information for U.S. exporters.

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## **2. Market Overview**

Germany, with its 81.3 million people, is the largest economy in the European Union (EU) and the fourth-largest economy in the world. Germany has been less affected by the financial crisis of 2008 and Eurozone debt crisis than other EU member states.

Furthermore, Germany is a leading European market for foods and beverages. Germany's main trading partners in the food and beverage sector are other EU countries, Turkey, the United States, Switzerland, and China. Even though German consumers tend to prefer domestically produced goods, in recent years, food imports have steadily increased because of rising demand for foreign and exotic foods including nuts and dried fruits.

Even though Germany does not produce significant amounts of dried fruits or nuts, it has the second largest overall consumption. Moreover, Germany has a high number of immigrants and ethnic groups from Mediterranean countries whose diet includes a higher percentage of dried fruits and nuts than the traditional German diet and who spend a higher percentage of their income on food.

At the same time it is important to consider that consumers in Germany are generally quite price sensitive and many shop at discount supermarkets, such as Aldi and Lidl, and that private brands

are quite popular in the dried fruit and nut sector.

**Table 1: Advantages and Challenges**

<b>Advantages</b>	<b>Challenges</b>
Germany is the largest economy in Europe and the largest market for many food and drink products.	Germany is a very price sensitive market, and both, consumers and retailers, are looking for top quality at a discount price.
The economy of Germany remains strong and continues to lead the economy in Europe.	Discount operators have a leading market share in food sector.
Consumers in Germany have one of the highest income levels in the world.	A significant group of consumers prefers private label products. This can be a challenge for U.S. companies to promote a particular brand.
The food and beverage sector is well established, offering a modern retailing and distribution possibilities throughout the country.	German (i.e. EU) import tariffs on certain products are high. EU-28 member states benefit from preferential market access with no tariffs.
German consumers are willing to pay for high-quality goods like organic products and for health and wellness food.	Retailers rarely import products into Germany on their own.
The United States has a good reputation for quality.	Retailers often charge high listing fees for products.

Source: FAS Berlin

### 3. Market Sector Opportunities and Threats

#### 3.1. Market entry strategy

While discount stores usually stock some dried fruits and nuts, the selection is mostly limited to a small number of products and usually just one brand or private label per products. The basic selection usually includes peanuts, walnuts, almonds, cashews, pistachios, macadamia nuts, prunes, raisins, cranberries, and a combination of these as part of a trail mix. The price sensitivity of German consumers has led to the very strong market share (on a turnover basis) of discount stores at the expense of all other store types (Table 2).

**Table 2: Sales at discount stores, supermarkets, hypermarkets, and convenience stores in Germany 2012-2014 (billions of Euros)**

	<b>2012</b>	<b>2013</b>	<b>2014</b>
<b>Discount stores</b> (stores with a limited selection of items, distinguished by lower prices than at supermarkets and hypermarkets) incl. Aldi and Lidl	<b>69.9</b>	<b>72.1</b>	<b>71.9</b>
<b>Hypermarkets</b> (stores with more than 16,146 square feet)	63.9	65.7	67.8
<b>Supermarkets</b> (stores with less than 16,146 square feet)	14.3	14.2	14.2
<b>Other</b> (kiosks, gas stations, small grocery shops, drug stores, convenience stores, etc.)	30.3	31.4	32.4

Source: FAS Berlin based on Fruchthandel Magazin Adressbuch 2015, p 298, and 2016, p 340.

In contrast to discount stores, supermarket/ hypermarkets may feature other dried fruits (e.g. dates, apricots, figs, pineapples, ginger, banana chips), brazil nuts, and pecans. In larger supermarkets these products may be found in the fresh produce aisle (sometimes loose, in bulk), in the baking aisle, and a wide variety in the snacks aisle. In addition, mueslis and muesli bars with nuts and dried fruits are becoming increasingly perceived as a healthy and quick breakfast or

snack alternative. Evidence of this is the growing aisle space devoted to these products.

Germany also has a number of green grocers. Some of these are devoted to delicatessen items and mostly carry exotic and high-quality products while the majority are Turkish green grocers specializing in fresh fruits and vegetables. In both types of stores, large Medjool dates, dried apricots, and other dried fruits may be purchased. In some of the larger stores tree nuts are also sold.

Country of origin labeling is mandatory only for fruits and vegetable products that are subject to EU marketing standards. In the dried fruits and nuts segment this pertains to walnuts in shell and hazelnuts in shell. However, voluntary declaration of origin is allowed for all products and is usually done whenever a given origin is associated with premium quality and might enable the seller to fetch premium prices. The United States has a good reputation for quality. Especially products from California and Florida are well received since consumers associate these states with warmth and sunshine. For these states, it might be useful to stress the state of origin in addition to the U.S. origin. Other U.S. states are less well known and labeling those states may bring few immediate benefits over the general U.S. origin designation.

Most dried fruits, tree nuts, and peanuts are imported in bulk for packaging or processing. Most imports are handled by specialized German import companies, who distribute to German food processors or deliver to retail chains. Retail chains and food processors very rarely import themselves. We highly recommend working with an importer, as these companies have a lot of experience with import certificates, labeling, and other import requirements. Although most products are imported in bulk, there are some U.S. companies with branded, consumer-packaged dried fruits and nuts which are successful on the German market.

Germany is a very price sensitive market, and both, consumers and retailers are looking for top quality at a discount price. However, German consumers are also very concerned with quality and safety of the foods they consume. Therefore, food safety and environmental concerns are major issues in Germany. The public reacts strongly to food scandals that involve high levels of pesticides or contaminants such as mycotoxins and stops buying products associated with such incidents. This can be an advantage for U.S. products as U.S. products have a very good reputation with regard to quality and safety.

Many Germans make consumer choices with the goal to also protect the environment. As a result, consumption of organic products is rising slowly but steadily in Germany and this trade is supported by the U.S.-EU organic equivalency arrangement, which went into force in 2012. But also conventional products that convey a natural image are viewed positively. Some products may also benefit from a marketing tie in to 'sustainability' certification, which is also a widely used food marketing tool in Germany.

### 3.2. Imports

Imported fruits, vegetables, and nuts are commonly found in all German supermarkets and other major retail channels. Countries like Spain, Italy, and France account for the supply of many fruits. Most nuts are imported from the United States, China, and Turkey.

#### 3.2.1. Imports of dried fruits

In 2014, Germany imported 188,688 MT of dried fruits worth U.S.\$ 583 million. Imports from the United States amounted to 20,577 MT at a value of U.S.\$ 63 million. On a quantity basis, Turkey,

the Netherlands, the United States, Austria, and China were the top suppliers. In 2014, the United States was the main supplier of dried prunes to the German markets (5,862 MT) (Table 3). At the same time Turkey was the main supplier of raisins (33,862 MT) followed by the United States with 14,043 MT.

**Table 3: German imports of dried fruits from the United States by value, volume, and year**

Product		2012		2013		2014		2015 January to August	
		1000 USD	MT	1000 USD	MT	1000 USD	MT	1000 USD	MT
<b>Grand total</b>		<b>51,967</b>	<b>17,423</b>	<b>57,264</b>	<b>18,510</b>	<b>62,858</b>	<b>20,577</b>	<b>38,985</b>	<b>10,323</b>
080620	Raisins	24,863	9,169	29,550	10,856	34,057	14,043	12,319	4,957
081320	Dried Prunes	19,951	6,788	23,784	7,050	25,325	5,862	23,168	4,495
20089949	Cranberries	5,531	1,271	1,496	357	2,221	532	2,834	758
08041000	Dates	131	14	140	16	281	51	77	9
	other dried fruits combined	1,491	181	2,294	231	974	89	587	104

Source: Global Trade Atlas

### 3.2.2. Imports of nuts

In 2014, Germany imported 440,563 MT of nuts and peanuts worth U.S.\$ 708 million. Imports from the United States amounted to 102,829 MT at a value of U.S.\$ 2.8 billion. The United States was the number one supplier of nuts and peanuts to Germany followed by Turkey, the Netherlands, Italy, and Spain.

Nuts (especially almonds, peanuts and walnuts) are the most important product category sourced from the United States. In 2014, the United States was number one supplier of shelled almonds (54,601 MT), shelled walnuts (12,108 MT), and in-shell pistachios (11,746 MT) and number two supplier - after France - of walnuts in shell (3,516 MT) and hazelnuts in shell (250 MT) (Table 4). As not many other countries produce sizeable amounts of almonds, the United States expects limited competition in the near future.

**Table 4: German imports of nuts and peanuts from the United States by value, volume, and year**

Product		2012		2013		2014		2015 January to August	
		1000 USD	MT	1000 USD	MT	1000 USD	MT	1000 USD	MT

<b>Grand total</b>		<b>430,87 7</b>	<b>79,32 8</b>	<b>606,108</b>	<b>101,43 0</b>	<b>732,430</b>	<b>102,82 9</b>	<b>613,42 9</b>	<b>67,17 7</b>
	<b>Almonds total</b>	<b>257,00 1</b>	<b>52,46 1</b>	<b>360,677</b>	<b>56,659</b>	<b>405,259</b>	<b>54,615</b>	<b>359,40 9</b>	<b>38,79 7</b>
080 2 11	Almonds, In Shell	170	42	295	52	85	14	70	10
080 2 12	Almonds, Shelled	256,83 1	52,41 9	360,382	56,607	405,174	54,601	359,33 9	38,78 7
	<b>Walnuts, total</b>	<b>109,11 2</b>	<b>12,28 8</b>	<b>126,665</b>	<b>14,919</b>	<b>153,462</b>	<b>15,624</b>	<b>150,93 5</b>	<b>12,94 2</b>
080 2 31	Walnuts, In Shell	12,235	3,081	20,612	4,485	17,859	3,516	1,540	300
080 2 32	Walnuts, Shelled	96,877	9,207	106,053	10,434	135,603	12,108	149,39 5	12,64 2
	<b>Pistachios, total</b>	<b>47,329</b>	<b>5,680</b>	<b>84,959</b>	<b>8,989</b>	<b>136,152</b>	<b>12,240</b>	<b>75,439</b>	<b>6,365</b>
080 2 510 0	Pistachios, In Shell	36,057	4,518	76,626	8,545	125,085	11746	71,889	6,200
080 2 520 0	Pistachios, Shelled	11,272	1,162	8,333	444	11,067	494	3,550	165
	<b>Peanuts, total</b>	<b>14,573</b>	<b>8,297</b>	<b>30,377</b>	<b>20,279</b>	<b>30,939</b>	<b>19,507</b>	<b>11,046</b>	<b>7,614</b>
120 2 410 0	Peanuts, In The Shell,	12,770	7,028	21,327	12,927	27,640	16,373	9,774	6,522
120 2 420 0	Shelled Peanuts	1,727	1,254	8,918	7,328	3,151	3,103	1,155	1,088
200 8 119 1	Peanuts, packed >1kg	69	13	103	19	126	26	103	1
200 8 119 6	Peanuts, Roasted, < 1kg	2	-	19	3	3	1	11	1

20081198	Peanuts, not roasted, <1kg	5	2	10	2	19	4	3	2
08029010	<b>Pecans</b>	<b>1,182</b>	<b>166</b>	<b>2,023</b>	<b>241</b>	<b>4,436</b>	<b>446</b>	<b>12,010</b>	<b>1,007</b>
	<b>Hazelnuts total</b>	<b>1,265</b>	<b>359</b>	<b>683</b>	<b>173</b>	<b>1,196</b>	<b>260</b>	<b>1,754</b>	<b>134</b>
080221	Hazelnuts, In Shell	1,265	359	683	173	1,095	250	-	0
080222	Hazelnuts, Shelled	-	0	-	0	101	10	1,754	134
	<b>Almonds/Pistachio mix, total</b>	<b>131</b>	<b>17</b>	<b>254</b>	<b>34</b>	<b>657</b>	<b>76</b>	<b>2,469</b>	<b>228</b>
20081913	Roasted Almonds And Pistachios, > 1kg	4	1	134	20	642	75	2,455	227
20081993	Roasted Almonds And Pistachios, < 1kg	127	16	120	14	15	1	14	1
	<b>other nuts combined</b>	<b>284</b>	<b>60</b>	<b>469</b>	<b>136</b>	<b>327</b>	<b>61</b>	<b>368</b>	<b>90</b>

Source: Global Trade Atlas

### 3.3. Packaging Waste Recycling - Green Dot System

Germany applies EU-harmonized legislation to packaging and containers. For detailed information on the EU's harmonized legislation on packaging and container regulations, please consult the [EU-28 FAIRS report](#).

However, Germany applies additional requirements regarding packaging waste and recycling of packaging material.

#### **Packaging Waste Recycling - Green Dot System**

The German Packaging and Waste Avoidance Law (Verordnung über die Vermeidung und Verwertung von Verpackungsabfällen, or VerpackV) requires producers, importers, and distributors of consumer products, including food stuffs, to enter into a contract for recycling of packaging material with one of the licensed national recycling companies. Traditionally, the German industry has been using the "Green Dot" symbol to assure that packaging material will be recycled in a controlled system. The Green Dot is found on the packaging material of virtually all products retailed in Germany. Since January 1, 2009, the recycling law no longer requires the Green Dot be printed on product packaging to prove that the material will be recycled in a proper manner.

However, if the manufacturer or the importer chooses to continue using the Green Dot symbol, it must have a valid licensing contract with the Duales System Deutschland GmbH (DSD) or another of the registered recycling businesses below.

For further information on the Green Dot packaging material disposal and recycling program, contact your potential German importer and/or one of the following companies, which are registered as Green Dot recycling enterprises:

Der Grüne Punkt – Duales System Deutschland GmbH, Köln - [www.gruener-punkt.de](http://www.gruener-punkt.de)  
BellandVision GmbH, Pegnitz - [www.bellandvision.de](http://www.bellandvision.de)  
EKO-PUNKT GmbH, Mönchengladbach - [www.eko-punkt.de](http://www.eko-punkt.de)  
INTERSEROH Dienstleistungs-GmbH, Köln - [www.interseroh.de](http://www.interseroh.de)  
Landbell AG, Mainz - [www.landbell.de](http://www.landbell.de)  
Reclay VFW GmbH & Co. KG, Köln - [www.reclay-group.com](http://www.reclay-group.com)  
Veolia Umweltservice GmbH, Hamburg - <http://www.veolia-umweltservice.de>  
Zentek GmbH & Co. KG, Köln - [www.zentek.de](http://www.zentek.de)

#### 4. Market Access

Regulatory environment, marketing standards and labeling requirements

Germany is part of the EU, which is a common market and customs union. Therefore, German imports and exports are subject to EU regulations formed in Brussels. The authority to monitor compliance with those regulations rests with the 16 Federal German States.

##### 4.1. EU general marketing standard

In the dried fruits and nuts segment, walnuts in shell and hazelnuts in shell are subject to the EU general marketing standard. The general marketing standard defines minimum quality and maturity requirements, introduces a maximum tolerance and requires products to be labeled with full name of their country of origin. For further details please visit <http://www.usda-eu.org/trade-with-the-eu/eu-import-rules/marketing-standards/>. The general marketing standard applies to domestically produced and imported products alike. However, operators can opt to use an applicable UNECE standard instead.

##### 4.1.2. General labelling requirements

The standard U.S. label does not comply with the EU's labeling requirements. On December 13, 2014, the EU's new "Food Information to Consumers (FIC)" Regulation 1169/2011 became applicable and introduced new obligations and changes to the existing rules. The FIC regulation establishes new horizontal labeling requirements and repeals labeling directive 2000/13/EC, as well as nutrition labeling directive 90/496/EEC and warning labels directive 2008/5/EC.

For more information please refer to the USEU website <http://www.usda-eu.org/trade-with-the-eu/eu-import-rules/eu-labeling-requirements/>

##### 4.1.3. Allergen labeling

Article 21 of Regulation 1169/2011 stipulates that each substance or product causing allergies must be indicated in the list of ingredients with reference to the name of the substance or product as listed in Annex II to the FIC Regulation, for example "tofu (soya)", whey (milk). The name of the substance or product must be highlighted through a typeset that clearly distinguishes it from the other ingredients (for example in bold or with a background color).



The potentially allergenic ingredients listed in Annex II to the FIC Regulation require a mandatory declaration on food and beverage labels. In the dried fruits and nuts category this applies to peanuts and tree nuts, as well as sulfur dioxide and sulfites at concentrations of more than 10 mg SO<sub>2</sub> /kg.

#### “Contains” statements

All information about allergenic ingredients must be given in the mandatory format in a single place on the label, i.e. the ingredients list. Where an ingredients list is provided, the voluntary use of warning boxes or statements such as “contains X” to repeat the presence of allergenic ingredients will no longer be allowed. In the absence of an ingredients list, the presence of allergens must be indicated using the word “contains” followed by the name of the substance or product as listed in Annex II of Regulation 1169/2011.

#### “May contain” statements

EU rules for precautionary allergen labeling such as “may contain” statements have not yet been adopted. Article 36 of the FIC Regulation stipulates that the European Commission should adopt implementing measures setting out requirements for the voluntary indication of the possible and unintentional presence of substances and products causing allergies.

We recommend to contact your importer about details of those requirements prior to shipping.

#### 4.2. EU tariffs for dried fruits and nuts

According to EU customs, regulations and tariffs, there are varying quotas or direct import taxes for dried fruits and nuts depending on country of origin. The EU import tariffs for the main dried fruits and nuts are summarized in Table 6. For other dried fruits and nuts please consult the EU official Journal at the following hyperlink:

<http://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32015R1754&qid=1449505623246&from=EN>  
pages 94 through 100, and 157 through 164.

**Table 5: EU Tariffs for Dried Fruits and Nuts**

Product	HS/CN Code	Tariff in percent	Tariff Rate Quota
Almonds in shell bitter	0802 1110	free	
Almonds shelled bitter	0802 1210	free	
Almonds in shell sweet	0802 1190	5.6	90,000 MT at 2 %
Almonds shelled sweet	0802 1290	3.5	
Brazil nuts	0801 21 +22	free	
Cashew nuts	0801 31 +32	free	
Cranberries w added sugar, >1 kg	2008 9391	17.6	
Cranberries w added sugar, <1 kg	2008 9393	20.8	
Cranberries no added sugar	2008 9399	18.4	
Dates	0804 1000	7.7	
Dried prunes	0813 2000	9.6	
Hazelnuts	0802 21 +22	3.2	
Other dried fruits	0813 4095	2.4	
Peanuts in packages > 1kg	2008 1191	11.2	

Peanuts < 1kg roasted	2008 1196	12.0	
Peanuts < 1kg not roasted	2008 1198	12.8	
Raisins	0806 20	2.4	
Walnuts in shell	0802 3100	4.0	
Walnuts shelled	0802 3200	5.1	

Source: The Official Journal of the European Union. Commission Implementing Regulation (EU) No 2015/1754 of October 6, 2015, amending Annex I to Council Regulation (EEC) No 2658/87 on the tariff and statistical nomenclature and on the Common Customs Tariff

#### 4.3. Phytosanitary requirements

EU Council Directive 2000/29/EC lists all requirements and products that need a phytosanitary certificate for imports into the EU. A consolidated version from June 2014 is available at <http://eur-lex.europa.eu/legal-content/EN/TXT/?qid=1449507336897&uri=CELEX:02000L0029-20140630>.

Pistachios, almonds, and peanuts are also subject to toxin checks at customs when imported from certain countries. For imports from the United States, this applies to almonds and pistachios.

Importers have to apply for these checks at certain customs locations, and goods are kept by authorities until results are available.

##### 4.3.1. Import Conditions for U.S. Almonds

Special EU Import Conditions for U.S. Almonds are no longer applicable after September 3, 2014 following the publication of Commission Implementing Regulation [\(EU\) No 884/2014](#) of 13 August 2014 imposing special conditions governing the import of certain feed and food from certain third countries due to contamination risk by aflatoxins and repealing Regulation (EC) No 1152/2009. With the removal of special import conditions for U.S. almonds, the presence of a VASP (Voluntary Aflatoxin Sampling Plan) certificate will no longer be a pre-condition for import into the EU. However, the Almond Board of California will strongly advise its members to continue to use the VASP certificate. The lifting of special measures will have no effect on testing levels for shipments with a VASP as those had already been lowered to random levels in January 2010. Shipments without a VASP will likely be subject to higher than random import control levels. With the complete removal of special import conditions, the use of the Common Entry Document and the prior notification of goods to the competent authorities at the designated port of entry will no longer be mandatory.

##### 4.3.2. Import Conditions for U.S. pistachios

Since April 1, 2015, 20 percent of U.S. pistachio shipments to the EU will be tested for aflatoxin.

##### 4.3.3. Maximum levels for Aflatoxin

Aflatoxin is a group of fungal toxins that are produced by *Aspergillus flavus* and *Aspergillus parasiticus*, which grow easily on peanuts, nuts and dried fruits when they are inappropriately stored in warm, humid conditions. Aflatoxin is a powerful liver carcinogen and therefore receives a lot of attention to ensure food safety. Maximum aflatoxin levels for the entire EU, including Germany, are laid down in Commission Regulation 1881/2006. A consolidated version from July 2015 is available <http://eur-lex.europa.eu/legal->

[content/EN/TXT/PDF/?uri=CELEX:02006R1881-20150731&qid=1449585457776&from=EN](http://content/EN/TXT/PDF/?uri=CELEX:02006R1881-20150731&qid=1449585457776&from=EN). These are also applied to imported products. In order to ensure comparable results, the EU requires that tests are carried out using sampling methods according to EU regulation 401/2006.

**Table 6: EU Maximum Level for Aflatoxin in Dried Fruits and Nuts**

<b>Maximum Levels for Aflatoxins (in microgram/kg)</b>		
	<b>B1</b>	<b>B1, B2, G1 and G2 combined</b>
<b>Almonds, pistachios and apricot kernels</b> , intended for direct human consumption or use as an ingredient in foodstuffs	8	10
<b>Almonds, pistachios and apricot kernels</b> to be subjected to sorting, or other physical treatment, before human consumption or use as an ingredient in foodstuffs	12	15
Groundnuts ( <b>peanuts</b> ) and other oilseeds, to be subjected to sorting, or other physical treatment, before human consumption or use as an ingredient in foodstuffs, with the exception of: -groundnuts (peanuts) and other oilseeds for crushing for refined vegetable oil production	8	15
Groundnuts ( <b>peanuts</b> ) and other oilseeds and processed products thereof, intended for direct human consumption or use as an ingredient in foodstuffs, with the exception of: - crude vegetable oils destined for refining; - refined vegetable oils	2	4
<b>Hazelnuts and Brazil nuts</b> , intended for direct human consumption or use as an ingredient in foodstuffs	5	10
<b>Hazelnuts and Brazil nuts</b> , to be subjected to sorting, or other physical treatment, before human consumption or use as an ingredient in foodstuffs	8	15
<b>Tree nuts, other</b> than Hazelnuts, Brazil nuts, Almonds, pistachios, apricot kernels to be subjected to sorting, or other physical treatment, before human consumption or use as an ingredient in foodstuffs	5	10
<b>Tree nuts, other</b> than Hazelnuts, Brazil nuts, Almonds, pistachios, apricot kernels, and processed products thereof, intended for direct human consumption or use as an ingredient in foodstuffs	2	4
<b>Dried fruit</b> , other than dried figs, to be subjected to sorting, or other physical treatment, before human consumption or use as an ingredient in foodstuffs	5	10
<b>Dried fruit</b> , other than dried figs, and processed products thereof, intended for direct human consumption or use as an ingredient in foodstuffs	2	4

Source: The Official Journal of the European Union; Commission Regulation (EC) No 1881/2006 of December 19, 2006, setting maximum levels for certain contaminants in foodstuffs.

## 5. Post Contact and Further Information

For more information concerning market entry and a current importer list contact:  
Embassy of the United States of America  
Office of Agricultural Affairs  
Clayallee 170  
14191 Berlin  
Germany

Tel: +49-30-8305-1150  
 E-mail: [agberlin@usda.gov](mailto:agberlin@usda.gov)

### 5.1. Trade fairs

In Germany, trade fairs play a key role in presenting new products to the trade or in finding additional buyers and importers. The major international trade fair for the fruit and vegetable trade is held each February in Berlin:

<b>FRUIT LOGISTICA</b> Berlin, Germany <a href="http://www.fruitlogistica.de">http://www.fruitlogistica.de</a>  Target Market: Germany/EU/Central & Eastern Europe Good venue for exhibiting fresh and dried fruit, nuts and related products.	February 3-5, 2016 February 8-10, 2017 (Interval: yearly)	U.S. Pavilion Organizer: B*FOR International Tel: (540) 373-9935 Fax: (540) 372-1414
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For organic products there is a special trade fair held annually in Nuremberg:

<b>Bio Fach</b> Nuremberg, Germany <a href="http://www.biofach.de">http://www.biofach.de</a>  Target Market: Germany/Europe The leading European trade show for organic food and non-food products.	February 11-14, 2016 (Interval: yearly)	U.S. Pavilion Organizer: B*FOR International Tel: (540) 373-9935 Fax: (540) 372-1411
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For the food retail trade and the food service there is the world's leading food fair in Cologne:

<b>ANUGA</b> Cologne, Germany <a href="http://www.anuga.com">http://www.anuga.com</a>  Target Market: Germany/EU/Central & Eastern Europe The world's leading food fair for the retail trade and the food service and catering market.	October 7-11, 2017 (Interval: every two years)	U.S. Pavilion Organizer: Koelnmesse, Inc. Cologne International Trade Fairs 8700 W. Bryn Mawr Ave. Suite 640 North Chicago, IL 60631 Phone: 773-326-9920 Fax: 773-714-0063 <a href="mailto:info@koelnmessenaftha.com">info@koelnmessenaftha.com</a>
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### 5.2. Related Reports:

Report Number	Date	Title
GM15028	08-03-2015	<b>Stone Fruit Report Stone Fruit Fresh Fruit Berlin Germany 8/6/2015</b>

		<p>German total cherry production for CY 2015 is estimated at 50,700 MT. This is an 11 percent decrease compared to the excellent production in CY 2014, and a 5 percent decrease compared to the average of the preceding ten years. Germany is the third largest importer of cherries in the world, after Russia and China. The majority of imports originate in other EU-28 member states. Largest non-EU suppliers are Turkey for sweet cherries and Serbia for tart cherries.</p> <p><a href="#">Stone Fruit Report Berlin Germany 8-3-2015</a></p>
GM15004	01-26-2015	<p><b>Product Brief Fresh Fruits Product Brief Fresh Fruit Fresh Deciduous Fruit Citrus Stone Fruit Strawberries Berlin Germany 2/10/2015</b></p> <p>Germany is one of the largest markets for fruit in Europe. The relative affluence of its population of 82 million people makes it an attractive outlet for exporters from many countries. This product brief highlights certain aspects of the German fruit market to aid U.S. exporters in successfully marketing their products in Germany.</p> <p><a href="#">Product Brief Fresh Fruits Berlin Germany 1-27-2015</a></p>
	01/02/2015	<p><b>FAIRS Country Report Food and Agricultural Import Regulations and Standards - Narrative Brussels USEU EU-28 1/2/2015</b></p> <p>This report provides an overview of EU food and feed legislation currently in force. All sections were updated but special attention should be given to Section V on the EU's new food labeling rules which became applicable on December 13, 2014. For updates on developments in EU food and feed legislation check the FAS/USEU website <a href="http://www.usda-eu.org">www.usda-eu.org</a>.</p> <p><a href="#">Food and Agricultural Import Regulations and Standards - Narrative Brussels USEU EU-28 12-30-2014</a></p>
	12/02/2014	<p><b>How to Comply with the EU's New Food Labeling Rules FAIRS Subject Report Brussels USEU EU-28 12/3/2014</b></p> <p>On December 13, 2014, the EU's "Food Information to Consumers" Regulation 1169/2011 becomes applicable. This report provides updated information on key changes to the EU's food labeling requirements and aims at providing answers to questions raised by U.S. exporters about compliance with the new rules.</p> <p><a href="#">How to Comply with the EU's New Food Labeling Rules Brussels USEU EU-28 12-2-2014</a></p>
GM15006	01-30-2015	<p><b>FAIRS Country Report 2015 Food and Agricultural Import Regulations and Standards - Narrative Berlin Germany 2/18/2015</b></p> <p>Germany is a member of the European Union (EU) and generally follows EU directives and regulations, including those relating to the importation of food products. This report provides an overview of food laws in force in Germany that cover areas which are not yet</p>

		<p>harmonized. Food laws currently in force in the EU-28 are summarized in the EU 28 FAIRS report. Disclaimer This report was prepared by the USDA/Foreign Agricultural Service in Berlin, Germany, for U.S. exporters of domestic foo...</p> <p><a href="#">Food and Agricultural Import Regulations and Standards - Narrative Berlin Germany 1-30-2015</a></p>
GM15027	07-29-2015	<p><b>FAIRS Export Certificate Report Food and Agricultural Import Regulations and Standards - Certification Berlin Germany 8/19/2015</b></p> <p>Germany as part of the European Community has implemented EU regulations for the import of products of animal and plant origin. The US export certification requirements for most products destined for the EU have been harmonized. The few products not yet harmonized are subject to German national regulations.</p> <p><a href="#">Food and Agricultural Import Regulations and Standards - Certification Berlin Germany 7-29-2015</a></p>
GM15017	05-04-2015	<p><b>2015 Retail Foods Berlin Germany 5/18/2015</b></p> <p>Germany is by far the biggest market in the European Union with good prospects for U.S. food products like tree nuts, wine, processed fruits and vegetables, fruit juices and others. The food retail market is fairly consolidated with discounters dominating the market. Food marketing trends in Germany show an increase in private labels and in demand for organic, convenience, health, sustainable, wellness, and new innovative as well as luxury products.</p> <p><a href="#">Retail Foods Berlin Germany 5-4-2015</a></p>
GM15030	8/10/2015	<p><b>2015 Exporter Guide Berlin Germany 11/4/2015</b></p> <p>Germany has 81 million of the world's wealthiest consumers and is by far the biggest market in the European Union. The German market offers good opportunities for U.S. exporters of consumer-oriented agricultural products. In 2014, U.S. exports of agricultural products to Germany totaled US\$ 2.5 billion. Largest segments were soybeans, tree nuts, Alaska Pollock, wine, beef, and other consumer oriented products. This report provides U.S. food and agriculture exporters with background information ...</p> <p><a href="#">Exporter Guide Berlin Germany 8-10-2015</a></p>
GM15025	07-21-2015	<p><b>2015 Food Processing Ingredients Berlin Germany 8/6/2015</b></p> <p>The German food industry represents the fourth biggest industry in Germany. In 2014, Germany produced an estimated \$229 billion of processed food and drinks. When meeting EU standards, the following products have good sales potential on the German market: nuts, fish and seafood products, fruit and vegetables, highly processed ingredients, bakery products, dairy products, pulses and specialty grains.</p>

		<a href="#">Food Processing Ingredients Berlin Germany 7-21-2015</a>
AU1509	10-27-2015	<p><b>Select Better Market Prospects for Fresh Fruits Fresh Deciduous Fruit Vienna EU-28 11/4/2015</b></p> <p>This report provides EU-28 production, supply, and demand forecasts for fresh apples, fresh pears, and table grapes. Lower EU domestic production but still good demand from the processing industry offer good market prospects for apples and pears in marketing year (MY) 2015/16. Commercial EU apple production in MY 2015/16 is estimated to decrease by 7 percent compared to the record output of MY 2014/15 and reach 11.2 MMT. The forecast for EU commercial pear production in MY 2015/16 is at 2.3 M...</p> <p><a href="#">Fresh Deciduous Fruit Annual Vienna EU-28 10-27-2015</a></p>
AU12008	11/02/2012	<p><b>Using ‘Sustainability’ to Market U.S. Foods In Europe  Vienna EU-27 11/7/2012</b></p> <p>This report provides information and analysis for U.S. food and agricultural exporters on the topic of ‘sustainability’.</p> <p><a href="#">Using ‘Sustainability’ to Market U.S. Foods In Europe Vienna EU-27 11-2-2012</a></p>

These reports can be accessed through the [FAS website](#).